



NEWS RELEASE

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SMALL BUSINESS PERSONS OF THE YEAR

SANTA ANA, CALIF – Wolfgang Wirthgen and Gary Templin, co-owners of WinDor Inc. in Anaheim, Calif. have been named the 2004 Small Business Persons of the Year by the Santa Ana District Office of the U.S. Small Business Administration (SBA). District Director Sandy Sutton announced their selection saying, “They are a true example of how two entrepreneurs can build a successful business. The company’s sales have grown exponentially as it has adapted and grown with the times.”

WinDor is the largest manufacturer and retailer of replacement vinyl windows and doors in Southern California, with aspirations for nationwide penetration over the next ten years. WinDor has successfully shipped its products to Japan, China, and throughout the South Pacific. “Every home owner is our celebrity,” is the company mantra and philosophy which has led to their gold standard reputation. WinDor manufactures and installs custom-made doors and windows. Moreover, all of their quality products are backed by their lifetime guarantee.

Brothers-in-law by marriage, Wirthgen and Templin started the company in 1991. The two started out selling and installing aluminum windows, but decided to launch WinDor in order to promote a fairly new concept for window products that was sweeping its way from Europe and across the United States. In 1990 Templin and Wirthgen were awarded a \$1.1 million window restoration contract consisting of forty-six (46) new homes in Laguna Niguel. Winning this bid marked the birth of the WinDor family business.

In later years, WinDor turned to SBA for assistance in an effort to expand and grow their business. WinDor was able to move from a 32,000 square foot. building into a new and larger 57,000 square foot facility in Anaheim with the assistance of an SBA 504 loan. Today, this building still houses WinDor’s corporate offices, although they have expanded to fill an adjacent space.

Two key elements to WinDor’s staying power are the innovativeness of the WinDor

product line and its excellent customer service. WinDor was one of the first in the industry to include energy saving glass on all their products. Other innovations brought greater savings, durability and stronger insulated glass seals for the consumer. By producing longer lasting products and continually refining their craft, WinDor has managed to outplay the competition by winning the hearts and referrals of their loyal customer base. Sixty-eight percent of WinDor's new business is from referrals. Templin and Wirthgen attest that everyone who works at WinDor is committed to be knowledgeable about our products and our industries. Towards this end, WinDor sales and installation teams must take bi-monthly training sessions.

Since its inception WinDor has grown over 265-percent. This success can be attributed, in part, to a commitment to improve employee satisfaction. Employees at WinDor work hard, are accountable for what they do, and enjoy their labors. This is because WinDor actively promotes family values in the work environment. Everyone who works at WinDor knows that they are a valued and respected member of a larger family, whether they are related by blood or more aptly related through sweat and hard work. It is no surprise that 80-percent of the warehouse staff is related and most employees have been with the company for years. Turnover is low because the company promotes from within.

The company has grown from two employees in 1991 to 190 employees, averaging an annual sales growth of 42-percent. "We're like a large family; we work hard, we're growing and we're having fun along the way," says Gary Templin. Wolfgang, his wife Anita and his four children are involved in the business. Gary, his wife Jan and his daughter also work for the company. Both families see the growth and success of WinDor as a legacy in the making.

Southland EDC nominated Wirthgen and Templin for their entrepreneurial success and community involvement. They regularly donate time and money to the Eli Home for Abused Kids, Saint Joseph Cancer Center, Covenant House for Women, City of Anaheim Police Association, City of Anaheim Workforce Training Program, Regional Occupation Program (a modern day trade training program for high school students), several local high school charities (Orange High, Lutheran High), and support for the USO. During Christmas, WinDor also hosts all employees and their families at Disneyland. Last year 748 staff and family attended and this year 1,000 members are expected to attend.

Wirthgen and Templin will be honored at the SBA's Small Business Award Luncheon May 26th, 2004 at the Grove of Anaheim, CA. For more information on the Small Business Award Luncheon contact the Orange County Small Business Development Center at 714-564-

5200.